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U.S. DISTRICT COURT
DISTRICT OF MASS.

EXHIBIT A

9/16/02	<p>VMSI --</p> <p>Have 150 discovery systems in the field -- Most of the major drug companies are using the systems.</p> <p>Working on a image analyzer</p> <p>Market growth -- driven by aging demographics and increase in reimbursement -- Reimbursement -- improved over the past several years Labor shortage -- 20% vacancy -- at the histotech level.</p> <p>IHC tests - \$2.50 a test -- when done manually -- VMSI charges \$10 a test</p> <p>Think anatomical pathology market is at \$1B growing at 15%.</p> <p>VMSI targeting \$105MM in '02 -- were a tad higher at \$106</p> <p>Questions - Cytologix litigation -- Dako did not buy the litigation -- cytologix is still owns the patents -- and they are litigating. Two cases pending -- patent -- cytologix will try to invalidate VMSI's heating technology. The suit is costing VMSI money.</p> <p>Benchmark XT -- will be ready for sale on 10/31 -- will be out in limited sites -- the benchmark is still selling well -- did not want to defocus the sales force. Will roll out in force in '03 -- Have built about 20-30 systems -</p> <p>Reagents - NexES -- was \$30K in reagents Benchmark -- significantly higher -</p> <p>Special stains -- 500 systems worldwide</p> <p>Will file Gleevec in November -</p> <p>Her2 -- its about a \$45 test --</p> <p>HPV -- the pathologists get \$70 to look at the slide -- VMSI is a slide based test -- Digene -- you get a black box -- there is no professional component</p> <p>The growth in next years numbers -- The XT -- and Benchmark -- still be 70% of the Mix. Most of the reagents for next year -- is available today</p> <p>ASP on the Benchmark -\$65-70 \$85-90K for the XT</p> <p>Those that use 1000 HPV tests annually can get a rental unit for free</p> <p>Hit rate on placements -- 95%</p>
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